



<p>An Initiative of</p>  <p>सत्यमेव जयते</p> <p><b>Ministry of Power, Government of India</b></p>	<p><b>Restructured Accelerated Power Development and Reforms Programme (R-APDRP) of Govt. of India</b> <b><u>REQUEST FOR QUALIFICATION (RfQ)</u></b> for Empanelment of 'SCADA/DMS Consultant (SDC)' to assist the State Electricity Distribution Utilities in India for preparation of DPRs, Bid document &amp; Program Management of Implementation of SCADA/DMS System for Electricity Distribution from concept to commissioning For further details, please visit the website <a href="http://www.apdrp.gov.in">www.apdrp.gov.in</a> OR <a href="http://www.pfcindia.com">www.pfcindia.com</a></p>	<p>Nodal Agency</p>  <p><b>Power Finance Corporation Ltd.</b></p>
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## Global Request for Qualification for Empanelment of SCADA/DMS Consultants (SDCs)

Under GoI's R-APDRP

**Nodal Agency: Power Finance Corporation Limited**

**RfQ Identification No: R-APDRP/SDC/2009/01**  
**Single Stage – Single Envelope Selection Procedure**

The last date for submission of RfQ is **12th Aug 2009**

(This document is meant for the exclusive purpose of RfQ and shall not be transferred reproduced or otherwise used for purposes other than that for which it is specifically issued)

**27<sup>th</sup> July 2009**



## Restructured Accelerated Power Development and Reforms Programme



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## Restructured Accelerated Power Development and Reforms Programme

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# 1 Introduction

## 1.1 About this document

The purpose of this document is to empanel SCADA/DMS Consultants (SDCs) for the Restructured Accelerated Power Development and Reforms Programme (R-APDRP) - An Initiative of Ministry of Power, Govt. of India.

The utilities will float RFP to the empanelled SDCs, for appointment of SDC and will award the contract to the successful bidder at a later date.

Bidders are advised to study this document carefully. Submission of RfQ shall be deemed to have been done after careful study and examination of this document with full understanding of its implications. This RfQ document is not transferable. This document must be read in its entirety. Please ensure that you have a complete copy.

## 1.2 The Opportunity

Ministry of Power, Govt. of India, has launched the Restructured Accelerated Power Development and Reforms Programme (R-APDRP) in the XI Five year Plan. Power Finance Corporation Limited (PFCL) has been designated by GoI as the Nodal Agency for the programme. The programme spans from data acquisition at distribution level till monitoring of results of steps taken to provide an IT backbone and strengthening of the Electricity Distribution system across the Country under the programme. The objective of the programme is reduction of AT&C losses to 15% in project areas. The program is divided into two (2) parts Part-A and Part-B. Part-A will include projects for establishment of baseline data and IT applications like Meter Data Acquisition, Meter Reading, Billing, Collections, GIS, MIS, Energy Audit, New Connection, Disconnection, Customer Care Services, Web self service, etc. to get verified baseline AT&C losses as well as SCADA/DMS Implementation. Part-B will include distribution strengthening projects.

The objective of reducing Aggregate Technical and Commercial (AT&C) losses in the project area can be achieved by plugging pilferage points, supply of quality power, faster identification of faults & early restoration of power, proper metering, strategic placement of capacitor banks & switches, proper planning and design of distribution network. The real time monitoring & control of the distribution system through state-of-the art SCADA/DMS system encompassing all distribution Sub-stations & 11 KV network would help in achieving this objective of R-APDRP. For deriving maximum benefits it is essential that necessary upgradation of distribution S/S & 11KV network shall be carried out to meet the SCADA/DMS requirements. The augmentation /upgradation of the distribution network for real time supervision & control mainly requires suitable compatibility of circuit breaker & switches, placement of RMUs and FPIs etc. for effective monitoring & control. This augmentation /upgradation shall be considered under Part B of R-APDRP scheme. However, considering the growth & related network upgradation, the full fledged SCADA/DMS shall be capable to meet the present as well as future requirements of the eligible towns for SCADA/DMS system under Part A of R-APDRP. The SCADA/DMS System will provide Real time monitoring & control, loss minimization/load balancing and considerable improvement in voltage/VAR profiles. It would also facilitate proper handling of loads while load shedding & restoration, efficient planning of network for

future growth by using proven power system planning tools. All software applications & RTUs/FRTUs including system sizing requirements for the same shall be considered in the SCADA/DMS system being procured under Part – A of R-APDRP.

As per present R-APDRP guidelines, SCADA/DMS system will include urban areas – towns and cities with population of more than 4,00,000 & 350MUs annual input energy or based on any other criteria as informed by Nodal Agency from time to time. The number of such potential towns is currently sixty (60) approximately.

The SDC would hand hold the utilities in implementing the integrated SCADA/DMS solution including as-is-study, DPR assistance, assistance in selection of SCADA/DMS Implementation Agency (SIA) and program management of entire SCADA/DMS implementation, under Part-A of R-APDRP, as per the scope of work provided in this document.

### 1.3 The Programme

The size of the programme is to the tune of Rs. 50,000 Crores. The programme consists of Part-A (to the tune of around Rs. 10,000 crore) covering Information Technology application as well as SCADA/DMS Implementation, in the electricity distribution system and Part B (to the tune of around Rs. 40,000 crore) covering the System strengthening, Improvement and augmentation of distribution system capacity. Both parts entail planning of measures to be taken under the programme, implementation of such measures to be taken and monitoring/evaluation of results/impact of the programme as a whole and of its various components across the Country. The focus of the programme shall be on actual, demonstrable performance in terms of loss reduction, establishment of reliable and automated systems for real time monitoring & control of urban power distribution network.

- Under R-APDRP program, SCADA/DMS system will cover urban areas – towns and cities with population of more than 4,00,000 & 350MUs annual input energy as per the present R-APDRP Guidelines of GoI.
- Towns/areas for which projects have been sanctioned in X Plan APDRP shall be considered for the XI Plan only after either completion or short closure of the earlier sanctioned projects. Projects under the scheme shall be taken up in Two Parts. Part-A shall include the projects for establishment of baseline data and IT applications for energy accounting/auditing & IT based consumer service centers and SCADA /DMS Implementation. Part-B shall include regular distribution strengthening projects. The activities to be covered under each part are as follows:

**Part – A:** Preparation of Base-line Data System for the project area covering Consumer Indexing, GIS Mapping, Automatic Metering (AMR) on Distribution Transformers and Feeders, and Automatic Data Logging for all Distribution Transformers & Feeders and SCADA / DMS system for big cities only. It would include Asset Mapping of the entire distribution network at and below the 11kV transformers and include the Distribution Transformers and Feeders, Low Tension lines, poles and other distribution network equipment. It will also include adoption of IT applications for meter reading, billing & collection; energy accounting & auditing; MIS; redressal of consumer grievances and establishment of IT enabled consumer service centres, etc.

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**Part – B:** Renovation, modernization and strengthening of 11kV level Substations, Transformers/Transformer Centres, Re-conductoring of lines at 11kV level and below, Load Bifurcation, Feeder segregation, Load Balancing, Aerial Bunched Conductoring in thickly populated areas, HVDS, installation of capacitor banks and mobile service centres etc. In exceptional cases, where sub-transmission system is weak, strengthening at 33 kV or 66 kV levels may also be considered.

### 1.4 Intent of the RfQ

PFC as the Nodal Agency intends to empanel bidders for the role of SDC for the R-APDRP for assisting various State Power Utilities in the Country in implementation of SCADA/DMS infrastructure under part A of the R-APDRP for the various state power distribution utilities. RfQ is invited globally from Organizations for taking up SDC role.

Please note that the issuance of RfQ document or qualifying in the final empanelled list would not mean that the bidder has been awarded any project. The utility shall follow bidding process to select and appoint the SDC for project area(s) from the empanelled list for SDCs.

### 1.5 Calendar of Events

The time line for empanelment of SDCs is as follows:

Event	Date	Time
Begin Sale of RfQ Document	28 <sup>th</sup> July 2009	-
Deadline for Submission of Bidder Queries (if any) through E-mail*, Received in PFC thru Post /Fax	4 <sup>th</sup> Aug 2009	-
End of Sale of RfQ Document	12thAug 2009	2:00 PM
Deadline for Submission	12thAug 2009	2:30 PM
RfQ Opening Date	12thAug 2009	3:00 PM

\* **E-mail Address** – apdrp\_business@pfc.delhi.nic.in

## 2 Instructions to Bidders

### 2.1 Purpose of the RfQ

Empanelment for the role of SDC for Part-A of R-APDRP

### 2.2 Name of the Empanelling Authority

Power Finance Corporation Ltd. (PFCL), Urja Nidhi, 1, Barakhamba Lane, Connaught Place, New Delhi-110001.

Contact Email: [apdrp\\_business@pfc.delhi.nic.in](mailto:apdrp_business@pfc.delhi.nic.in)

(Also use this e-mail ID for sending the bidder queries before deadline, as specified in Clause 1.5 of this document)

### 2.3 Website of the Empanelling Authority

For details visit:

[www.apdrp.gov.in](http://www.apdrp.gov.in)

[www.pfcindia.com](http://www.pfcindia.com)

### 2.4 Address for Submission of Bids

GM (APDRP), PFC Urja Nidhi, 1, Barakhamba Lane, Connaught Place, New Delhi-110001  
Telephone: 011- 23456547 (O)

### 2.5 “Deleted”

### 2.6 Period of Empanelment

3 years from the date of Empanelment, subject to conditions mentioned under “cancellation of empanelment” as per clause 2.8

### 2.7 Empanelment

- i) A sole bidder shall be allowed for empanelment for the role of SDC
- ii) Necessary requirements for the RFP shall be provided by the distribution utilities at the time of RFPs. SDC to ensure that these requirements are met
- iii) Credentials, Financial strengths, CVs, etc. of the parent/subsidiary/ group company of the bidder shall not be considered for evaluation
- iv) The nodal agency intends to evaluate the SDCs on the following parameters as per QR (Section 3.0)
  - a. Financial Strength
  - b. Project experience

c. Expertise of personnel with relevant experience and qualification

Besides the QR requirements mentioned in QR (Section 3.0), the utility may verify the SDCs on the various parameters at the time of RFP as referred in Clause 4.1.1 Bidder would be required to submit all relevant documents supporting above mentioned evaluation duly signed/authenticated by them. Nodal agency reserves the right to verify any/all parameters.

## 2.8 Cancellation of Empanelment

Empanelment is subject to cancellation (de-listing) due to any of the reasons (but not limited to) mentioned hereunder

- a) If the empanelled members are found to have submitted false particulars/fake documents for securing enlistment
- b) The performance on the job of the empanelled members will be constantly monitored for quality, commitment to delivery period and timelines mentioned in contract with the utility, adherence to the guidelines, Statutory regulations, Conduct/Discipline etc., while executing jobs. Any deviations from stated conditions mentioned in this RfQ (floated by Nodal Agency), RFP (floated by utility), Contract (with the utility) can lead to appropriate deterrent action as deemed fit by Nodal Agency including delisting with immediate effect.
- c) If the SCADA/DMS Consultant refuses to execute the job at his agreed scope/quoted rates, after the utilities issue the letter of intent (LoI)
- d) Manipulation of rates by cartelization shall be viewed very seriously by Nodal Agency. If such a situation comes to the notice of Nodal Agency and/or there are reasons/circumstances for Nodal Agency to believe so, the concerned SDC/SDCs will be called in to give justification of proposal/rates quoted by them. If they are not able to give a proper or satisfactory justification of their quoted proposal/rates, their empanelment may be cancelled without prior notice
- e) In case of a non-performance (slippage in milestones, scope & quality of work, discipline, etc. as assessed by utility) and/or bankruptcy of the empanelled members, the empanelment is liable to be cancelled by Nodal Agency
- f) In case of replacement of submitted CV(s), empanelled member shall submit fresh CV(s) with equal or more educational qualifications and relevant professional experience. The same shall be duly approved by Nodal Agency. If the empanelled member fails to submit requisite fresh CVs, Nodal agency may cancel empanelment of such member
- g) Any other reason deemed fit by Nodal Agency for cancellation

Such empanelled members, whose empanelment is cancelled due to any of the above reasons, will not be considered for subsequent empanelment for a further period of three years and will also be debarred/barred from all other process of empanelment including cancellation of existing panel under R-APDRP by Nodal Agency as well as all future MoP-GoI works.

## 2.9 Review & Updates to Empanelment

Henceforth till further advice, final empanelled lists will be reviewed & updated once in twelve months unless as deemed necessary by the Nodal Agency. Existing empanelled members need not submit any fresh RfQ for revalidation of empanelment till expiry of validity of their empanelment i.e. three years from date of empanelment order. Nodal Agency will also conduct

periodic review of the empanelled members every six months and may seek required clarifications/documents at any point of time

### 2.10 Re-Empanelment

After the expiry of empanelment validity period, all the empanelled members are required to re-register by submitting all the necessary documents. Members should apply for Re-empanelment at least 3 months prior to expiry of validity.

### 2.11 Indicative Time Period for Implementation

The indicative time period to complete the implementation of the SCADA/DMS project for the utility is 18 months. However, the time lines shall be defined in RFP floated by the utility.

### 2.12 Language of RfQ

English

### 2.13 Number of Copies of RfQ

2 Hardcopies and 1 Softcopy (in a CD) in any MS package (Word/Excel/etc.), software which are easily available in the market. Each technical proposal should be marked "Original" or "Copy" as appropriate. If there are any discrepancies between the original and the copies of the Proposal, the original governs. In the event of any discrepancy between the hard copy and soft copy, the hard copy shall prevail.

### 2.14 Purchase of RfQ

The RfQ document can be purchased by paying through a demand draft/banker's cheque amounting to **Rs.5,000/- or USD100** in favour of "Power Finance Corporation Ltd" payable at New Delhi as cost of the document. The document can also be downloaded from the websites **www.apdrp.gov.in** OR **www.pfcindia.com**. In case of downloaded document aforesaid demand draft/banker's cheque shall be furnished at the time of submission of RfQ as the cost of purchase of document

### 2.15 Eligible Bidders

A Bidder may be a Public Limited Company/Private Limited Company/Government Owned Company or any combination of them, subject to them fulfilling the qualifying requirements as mentioned in this document. In case of international organisations participating as bidders, their companies stature must be equivalent to Public Limited Company/Private Limited Company/Government Owned Company in India, as per their local meaning and terminology, viz. Inc., LLC, GmBH, AG., etc...

No firm can submit more than one RfQ.

## 2.16 Limitation of liability

Except in cases of gross negligence or willful misconduct

Neither party shall be liable to the other party for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the successful bidder towards the utility.

## 2.17 Conflict Of Interest

2.17.1)

The bidder can not bid for the role of SDC for a project area in a utility if it is associated in any role with SIA/TPIEA of that utility.

2.17.2) Nodal Agency considers a conflict of interest to be a situation in which a party has interests that could improperly influence that party's performance of official duties or responsibilities, contractual obligations, or compliance with applicable laws and regulations, and that such conflict of interest may contribute to or constitute a prohibited corrupt practice

2.17.3) For any given project area, the SDC and the SIA cannot be the same. Further a SDC and SIA/TPIEA may be considered to be in a conflict of interest with one or more parties in this process if they have controlling shareholders in common or are under the same management.

2.17.4) Participation by Bidder(s) with a conflict of interest situation will result in the disqualification. Further more, the Nodal Agency reserves the right to debar/bar bidders from all other process of empanelment including cancellation of existing panels under R-APDRP

## 2.18 Subcontracting

The sub-contracting shall not be permitted.

## 2.19 Clarifications on the RfQ document

A prospective bidder requiring any clarification on this RfQ Document shall contact the Nodal Agency in writing through e-mail. The e-mail address and the deadline for submission of bidder queries are specified at Clause 1.5.

All addressed queries shall be uploaded in the website and such clarifications issued by the nodal agency will form a part of the RfQ.

## 2.20 Corrigendum

Should the Nodal Agency deem it necessary to amend the RfQ Document as a result of a clarification, it shall do so by uploading the corrigendum/clarification in the website. At any time prior to the deadline for submission of the RfQ, Nodal Agency may amend the RfQ Document by issuing corrigenda.

In order to provide prospective bidders reasonable time in which to take the amendment into account in preparing their bids, Nodal Agency may, at its discretion, extend the last date for the receipt of RfQs.

Any corrigendum issued shall be part of the RfQ Document and shall be communicated in writing/email (to all who have purchased the RfQ Document from Nodal Agency) or posted on the R-APDRP website

## **2.21 Cost of preparation of RfQ**

The bidder shall bear all costs associated with the preparation and submission of its RfQ and Nodal Agency shall not be responsible or liable for those costs, regardless of the conduct or outcome of the RfQ process.

## **2.22 Submission of RfQ**

The Bidder shall submit the RfQ using the appropriate Submission Sheets provided in Section 5 – Response Formats. These forms must be completed without any alterations to their format, and no substitutes shall be accepted. All blank spaces shall be filled in with the information requested. All formats/ schedules given in the Section 5 – Response Formats duly filled along with supporting documents shall be page numbered and stitched, book bound as one volume. Each page of the bid (along with the supporting documents including CVs) should be signed by the authorised signatory. Spiral/Spico bound documents with end sealed may also be accepted. The documents submitted in any other way is liable to be rejected.

The RfQ must be submitted in a separate sealed envelope with covering letters as per the Form No.F1 (with respective markings in bold letters) in accordance with the formats/ schedules given in the Section 5 – Response Formats. The envelope shall be marked as “RfQ for Empanelment of SCADA Consultant for R-APDRP during XI Plan.”

The sealed envelope should be placed in a sealed cover, duly signed, and dropped in the RfQ box in the Office of the GM (APDRP,PR), PFC, Urja Nidhi, 1, Barakhamba Lane, Connaught Place, NEW-DELHI-110001. Refer Clause 1.5 (Calendar of Events) for information on deadline for submission of RfQ. RfQs received late, on any account and for any reason whatsoever, will not be considered

## **2.23 RfQ Opening**

Nodal Agency shall conduct the opening of RfQs in the presence of bidders’ representatives who choose to attend, at the address, date and time specified in this document.

All other envelopes holding the RfQ shall be opened one at a time, and the following read out and recorded:

- (a) the name of the bidder, Demand Draft/Banker’s Cheque details (proof of purchase of document), Bank Guarantee (Empanelment Guarantee)
- (b) whether there is a modification or substitution (if any and within the deadline for submission);
- (c) any other details as Nodal Agency may consider appropriate

Only RfQs read out and recorded at the time of bid opening shall be considered for evaluation. No RfQ shall be rejected at the opening stage, except for late bids or bids not accompanied with

proof of having purchased the document and/or required Empanelment Guarantee (in the form of Bank Guarantee)

### **2.24 Rights of Use**

The details shall be mentioned in the RFP which shall be released by the utility.

### **2.25 Intellectual Property**

The details shall be mentioned in the RFP which shall be released by the utility.

### **2.26 Area of Work**

Any where in the state or union territory of India

### **2.27 Confidentiality**

The details shall be mentioned in the RFP which shall be released by the utility

### **2.28 Empanelment Guarantee (EG)**

An EG in the form of unconditional, unequivocal and irrevocable Bank Guarantee (BG) in favour of “Power Finance Corporation Ltd.” shall accompany the Bid. The BG should be issued from any Scheduled Bank as notified by Reserve Bank of India and shall be valid for three years period from the date of empanelment and applicable extension periods, as mutually applicable. Bids received without EG will be rejected. The EG will be released to the Bidder, after three years of empanelment or after such extended period of empanelment as mutually agreed. In the event of cancellation/De-listing (Refer Clause 2.8) of the Empanelled bidder the Nodal Agency reserves the right to forfeit the Empanelment Guarantee. In case of international firms, the BG must be issued through a corresponding Indian Scheduled Bank of their banker. EG for the unsuccessful bidder will be returned.

The EG to be submitted for the SDC role is **INR 5,00,000 (Indian Rupees Five Lakhs) or USD 10,000 (US Dollar Ten Thousand)**

### **2.29 Deviations/Comments/Suggestions**

All Deviations/comments suggestions by the bidders to this document should be submitted along with this document in the required form (Form no. F6). The decision of the Nodal Agency with regard to any deviations/comments/suggestions as given by the bidder shall be final and binding. No objections/deviations/comments or suggestions of any kind whatsoever will be entertained after the submission of the RfQ

### **2.30 Jurisdiction**

The terms and conditions of this empanelment shall be construed and interpreted in accordance with the laws of India and the courts of New Delhi shall have the exclusive jurisdiction in all matters arising there under

### **2.31 Disclaimer**

This Request for Qualification (RfQ) has been prepared by the Designated Nodal Agency POWER FINANCE CORPORATION LIMITED (PFCL) for empanelment of ‘SCADA/ DMS Consultant’ (SDC) to assist the State Electricity Distribution Utilities in India for implementation of Supervisory Control And Data Acquisition (SCADA) infrastructure.

The PFCL does not warrant the completeness of the information presented herein, or make any representation that the information presented herein constitutes all the information necessary to bid upon or develop the referenced project. Each Bidder accepts full responsibility for conducting an independent analysis of SDC services as rendered by him and for gathering and presenting all necessary information. The Bidder assumes all risks associated with the implementation of the SCADA/DMS modules and no adjustments will be made based on the Bidder’s interpretation of the information provided.

The PFCL expressly disown any obligation or duty (whether in contract, or otherwise) to any Bidder.

In submitting a proposal in response to the RFQ, each bidder certifies that it understands, accepts and agrees to the disclaimers on this page. Nothing contained in any other provision of the RFQ nor any statements made orally or in writing by any person or party shall have the effect of negating or superseding any of the disclaimers set forth on this page.

### 3 Qualifying Requirements for SCADA/DMS Consultant

Global RFQ is invited from eligible bidders for taking up the role of SCADA/DMS Consultant (SDC) meeting the following qualifying requirements:

#### I. FINANCIAL REQUIREMENTS

##### A. For all bidders (except Indian power sector utilities)

- i. The bidder should have cumulative turnover of atleast Rs.30 crore (or USD 6Million) for the last three audited financial years
- ii. The bidder should have a net worth not less than paid-up equity, in each of the last three audited financial years

##### B. For Indian power sector utilities

- i. The bidder should have cumulative turnover of atleast Rs.2,500 crore (or USD 500Million) for the last three audited financial years
- ii. The bidder should have a net worth not less than paid-up equity, in each of the last three audited financial years.

**Proof (for both I. A. & I. B.):** Annual Audited Financial Statements for FY05-06, FY06-07 & FY07-08. In case, the Annual Audited Financial Statements for FY08-09 are available, then the Annual Audited Financial Statements for FY06-07, FY07-08 & FY08-09 shall be submitted

#### II. TECHNICAL REQUIREMENTS

##### A. For all bidders (except Indian power sector utilities)

The bidder should have imparted consultancy services (Strategy, advisory, implementation, Project Management) including assistance to utilities in design/engineering, installation, testing & commissioning of atleast one (1) or more SCADA-EMS/DMS/GMS Projects in last seven years. Atleast one of these projects should have been in successful operation for atleast one year

**Proof (for II. A.):** Experience certificates and/or Acceptance reports and Work Order and/or LoA from the owners/client for completion of work done, in support of the qualifying requirements, clearly establishing – the start and end date of the project, scope of work and worth of project, on client letterhead.

The supporting proof document must be labeled as original/true copy/translation, as the case may be, and the same shall necessarily be signed and authenticated by the Authorised Signatory of bidder. The owner/client contact details shall be provided against each project experience proof being submitted.

##### B. For Indian power sector utilities

The bidder should have provided engineering support, supervised, tested and got commissioned atleast one (1) or more SCADA-EMS/DMS/GMS Projects in last seven years. Atleast one of these projects should have been in successful operation for atleast one year

**Proof (for II. B.):** Proof of credentials for experience should be the following:

- ARR/DPRs which have been approved by respective Regulatory Commission, with clear mention of the project details and its value. The same should be supported by an undertaking from the Company Secretary

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- Auditor's certification along with Undertaking by Company Secretary with clear mention of the project details and its value (including go-live dates and current status of project)

### **C. For All Bidders (including Indian power sector utilities)**

The Bidders should have following minimum specified number of engineers having experience of atleast 5 years as per the above qualifying requirements:

- Hardware: 2 Nos.
- System Software: 2 Nos.
- Communication: 2 Nos.
- Power System: 2 Nos.

**Proof (for II. C.):** Self signed resume of employees, further authenticated & signed by the authorised signatory of bidder need to be submitted. Scanned signatures shall be accepted

**Note:** The proof documents available in any language other than English shall be translated to English and authenticated by Authorized Signatory of bidder for submission. In such cases, the original language copies shall also be submitted alongwith the translated proof documents.

## 4 Role of SCADA/DMS Consultant

RfQs are invited for the SCADA/DMS Consultancy assignment as part of the objectives and roles as defined below to carry out GoI's Restructured APDRP (for XI Plan) in Part A. The scope of work mentioned below is indicative in nature; the final scope of work will be issued by the utilities in their RFP document.

The SDC shall assist utility in successful implementation of SCADA/DMS project which shall include well coordinated and efficient project design, engineering, installation, testing & commissioning of SCADA/DMS System including integration of IT system established/being established under R-APDRP or any legacy SCADA/DMS system, if any for the towns/ cities eligible under R-APDRP

### 4.1 Outline of Tasks to be carried out

SDC shall be appointed by the utilities from the list of empanelled members, through a bidding process. The SDCs are encouraged to have a high-level understanding of the 'as-is' IT infrastructure as well as future preparedness levels of utilities, prior to submitting their proposal.

The role of the SDC shall be as per the scope of work detailed in the Model RFP document for SDCs. However, the same shall be suitably customised by the utility in the respective RFP documents.

Following are broad activities that shall be under the purview of the SDC. However the scope and extent shall not be limited to the following:

- 1) **As is study:** SDC shall carry out the 'As is' assessment of the identified towns for preparing Detailed Project Report of the SCADA/DMS system. The scope of 'As is' study should cover the following:
  - a. Collection of data pertaining to Sub-stations, distribution network and identification of adaptation requirements etc. for the project after field survey of the town/city
  - b. Identification of utility requirements based on techno-commercial approach with the reliability & cost benefit analysis
  - c. Study of IT system established/being established under R-APDRP & legacy SCADA/DMS system, if any for ensuring integration with proposed SCADA/DMS System
- 2) **DPR preparation:** The SDC shall assist utility in preparation of DPR for which Model template shall be provided by the Nodal Agency
- 3) **Customization of detailed RFP:** SDC shall be responsible for customizing the model RFP document issued by Nodal Agency in line with 'As-is' study & specific project requirements of the utility as per guidelines of the R-APDRP. The SDC should ensure that the offered solution is seamlessly integrated with IT system (established/being established), under R-APDRP and legacy SCADA/DMS System, if any

- 4) **Assistance to utility for selection of SIA:** SDC shall assist utility in tendering, pre-bid conference, interaction with bidders & clarification of queries and technical evaluation, etc
- 5) **Assisting Utility in project management of SCADA/DMS System:** SDC shall supervise the implementation process carried out by the SIA in line with the customized RFP. SDC shall assist utility in design, engineering, installation, testing & commissioning of the proposed SCADA/DMS System till completion
- 6) **Coordination with Utility for resolving implementation issues/ queries:** SDC shall be assisting Utilities for resolving implementation issues and for preparing responses to the queries raised by the PFC related to SCADA/DMS implementation in the respective project area. The Adequate support will be provided by the utilities to the SDC
- 7) **Handhold the Utility** for successful implementation of the SCADA/DMS Project

#### 4.1.1 **Broad evaluation methodology to be adopted by Utilities in RFP**

The following is the indicative evaluation methodology that will be adapted by utilities for appointment of SDC:

- RFPs will be circulated only to the SCADA/DMS Consultant empanelled by Nodal Agency
- Single Stage – Two Envelope Procedure will be adopted (one envelope for technical proposal, the other for price bid). In the Single-Stage: Two-Envelope bidding procedure, Bidders should submit two sealed envelopes simultaneously, one containing the Technical Proposal and the other the Price Proposal, enclosed together in an outer single envelope. Initially, only the Technical Proposals are opened at the date and time advised in the Bidding Document. The Price Proposals remain sealed and are held in custody by the utility. The Technical Proposals are evaluated by the utility. No amendments or changes to the Technical Proposals are permitted. The objective of the exercise is to allow the utility to evaluate the Technical Proposals without reference to price for transparency. Following the approval of the technical evaluation by Nodal agency, and at an address, date and time advised by the utility, the Price Proposals will be opened. The Price Proposals are evaluated and, following approval of the price evaluation, the Contract is awarded to the Bidder whose Bid has been determined to be successful .
- Alternate bids will not be allowed. Alternate technical modules, methodologies, approach, project plan or timelines that deviate from the defined scope will be considered as alternate bid and will be considered as non responsive
- Since the bids are floated only to empanelled SDCs, no further technical disqualification is permitted.
- Preliminary Evaluation: The technical proposals will be reviewed for deviations, acceptance of terms and conditions, adherence to scope of work, formats required, purchase of bid document, etc.. In case of non compliance on any of the above, bids will be considered as technically non-responsive

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- Technical Evaluation: Technical Evaluation shall be carried out on the basis of parameters including but not limited to the following:
  - Bidder's financial strength
  - Project experience including value of project, scope of consultancy provided and related project profile
  - Successful completion & performance
  - Establishments in India of its own or Indian representative
  - Strength of personnel with relevant experience and qualification
  - Integration with other IT System(s).

Suitable weightage shall be assigned for each of the criteria mentioned above and overall technical score would be calculated (out of 100)

- Price Bid Evaluation: Financial Proposals of only such firms will be opened whose offers have been declared Technically Responsive. The Financial Proposals of Technically Responsive Bidders in separate sealed envelope will be opened after evaluation of the Technical Proposals. Financial Proposal of un-successful Bidders will be returned back unopened. Financial proposal should be un-conditional, failing which the bid shall be summarily rejected
- For comparison of the combined Technical and Price Score of all Firms, the following formula will be used:  $[Total\ Score = (Technical\ Score \times 0.70) + ((LP/FP \times 100) \times 0.30)]$ , where LP is the Lowest Price offer and FP is the Price offer of the Firm (or bidder) being evaluated
- Contracts shall be awarded only to the bidder with the highest Total Score

## 5 Response Formats

### 5.1 Form No F1: RfQ Submission Sheet

**From:**

**To:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Sir,

**Empanelment for SCADA/DMS Consultant, reference number R-APDRP/SDC/2009/01**

I \_\_\_\_\_ (Bidder) herewith enclose RfQ for empanelment of my firm against RfQ reference number R-APDRP/ SDC/2009/01 for the SDC role.

I hereby accept and abide by the scope & terms and conditions of RfQ document unconditionally.

I \_\_\_\_\_ also undertake that I will not be eligible for the role of SDC for the utility for which I have been appointed/associated in any role of SIA/TPIEA during the currency of RAPDRP

Yours faithfully,



**Signature:** \_\_\_\_\_

**Full Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Seal:**

**Date**

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## 5.2 Form No F2: Certificate as to Corporate Principal

### CERTIFICATE AS TO CORPORATE PRINCIPAL

(To be signed by any of Board Directors or Co. Secy. on Co.'s Letter Head)

(To be accompanied along with requisite copy of the board resolution)

I \_\_\_\_\_ certify that I am \_\_\_\_\_ of the Company under the laws of \_\_\_\_\_ and that \_\_\_\_\_ who signed the above tender is authorized to bind the Company/Firm by authority of its governing body.

**Signature:** \_\_\_\_\_  
**Full Name:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**Seal:** \_\_\_\_\_  
**Date:** \_\_\_\_\_

### 5.3 Form No F3: Credentials

#### Assignments of similar nature successfully completed

The Firm's relevant past experience should be provided clearly for the SDC role.

Details should be submitted against each of the qualifying requirements as mentioned against SDC role and in the prescribed format given in the table below.

Bidders need to submit the details as per the format in the table provided.

Table: The details of the same should be included in the format given on next page and necessary supporting documents should be attached with RfQ.

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### Summary of Qualifying Requirements

S. No.	Name of Project	Brief Scope as per QR Section 3	Owner of Project assignment (Client name)	Cost of assignment	Date of Awarded commencement	Date of completion	Was assignment satisfactorily completed	Certificate/ documentary evidence
1.	2. Project 1	3.	4.	5.	6.	7.	8.	Yes/no

The above format shall be repeated for each project experience credential being submitted.

**Proofs:** To be provided as specified in QR Section 3

**Signature:** \_\_\_\_\_  
**Full Name:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
Seal \_\_\_\_\_  
Date: \_\_\_\_\_

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## 5.4 Form No F4: Company Information

Please provide brief write-up of your firm with details on turnover, sales, profit, etc. All necessary documents including audited balance sheet, profit & loss statement should be provided as mentioned in the qualifying requirement.

**Signature:** \_\_\_\_\_  
**Full Name:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**Seal:** \_\_\_\_\_  
**Date** \_\_\_\_\_

### 5.5 Form No F5: CVs

Format for Curriculum Vitae for members of team

1. Name: \_\_\_\_\_
2. Profession/Present Designation: \_\_\_\_\_
3. Years with firm: \_\_\_\_\_ Nationality: \_\_\_\_\_
4. Area of Specialization: \_\_\_\_\_
5. Proposed Position on Team: \_\_\_\_\_
6. Key Qualification/Experience: \_\_\_\_\_

(Under this heading give outline of staff members experience and training most pertinent to assigned work on proposed team. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations. Use up to half-a-page)

7. Education:  
(Under this heading, summarize school/college/university and other specialized education of staff member, giving names of colleges, dates and degrees obtained. Use up to quarter page)
8. Experience:  
(Under this heading, list of positions held by staff member since graduation, giving dates, names of employing organization, title of positions held and location of assignments. For experience in last ten years also give types of activities performed and Owner references, where appropriate. Use upto three quarters of a page)
9. Language:  
(Indicate proficiency in speaking, reading and writing of each language by 'excellent', 'good' or 'poor')

**Signature:** \_\_\_\_\_  
**Full Name:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**Seal:** \_\_\_\_\_  
**Date:** \_\_\_\_\_

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### 5.6 Form No F6: Summary of CVs

S. No	Name of Person	Date of Birth	Qualification	No. of years (relevant experience) as per QR sec 3.0	Skill sets	Name of present firm	Yrs with present firm	Experience in reverse chronology	Proposed position in team
1.	2.	3.		4.	5.	6.	7.	8.	

Signature: \_\_\_\_\_  
Full Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Seal: \_\_\_\_\_  
Date: \_\_\_\_\_

### 5.7 Form No. F7: Financial Statements

Details of net-worth and turnover for the past three audited financial years need to be provided in the following format:



Details	FY05-06	FY06-07	FY07-08
Net-worth			
Turn-Over			

**OR**

Details	FY06-07	FY07-08	FY08-09
Net-worth			
Turn-Over			

Audited financial reports supporting the above need to be submitted as proof

**Signature:** \_\_\_\_\_  
**Full Name:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**Seal:** \_\_\_\_\_  
 Date: \_\_\_\_\_

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## **5.8 Form No. F8: Certificate of Incorporation**

Bidders need to enclose Certificate of Incorporation, Memorandum and Articles of Association along with the RfQ.

## 6 Checklist – Mandatory forms that need to be submitted

The proposal should be presented concisely, should demonstrate the applicants capabilities & core competencies to manage and implement the program, and to deliver/achieve the objectives of the program.

The proposal should be typed in “Times New Roman” font, size 11 with single line spacing. The document should be precise to requirements and concise in nature.

S. No.	Item	Furnished
1	RfQ Submission Sheet in prescribed format (Form F1)	Yes/ No
2	Proof of purchase of RfQ (Draft/Banker’s Cheque/Receipt)	Yes/ No
3	Proof of turnover and net-worth (Audited Annual Accounts) for the last three financial years (Form F7)	Yes/ No
4	Proof of experience against qualifying requirement (Form F3)	Yes/ No
5	Mandatory CVs (Form F5) of employees meeting the minimum count against qualifying requirement along with undertaking by the company secretary and Form F6	Yes/ No
6	Two hard copies of the RfQ	Yes/ No
7	1 Soft copy of the RfQ in CD	Yes/ No
8	Certificate as to Corporate Principal (Form F2) along with board resolution	Yes/ No
9	Company information (Form F4)	Yes/ No
10	Incorporation certificate along with Memorandum and Articles of Association (Form F8)	Yes/No



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### ABBREVIATIONS

AT&C	Aggregate Technical & Commercial
BCU	Bay Control Unit
CAIFI	Consumer Average Interruption Frequency Index
CC	Control Centre
CDMA	Code Division Multiple Access
CV	Curriculum Vitae
DLC	Digital Line Carrier
DMS	Distribution Management System
DNP	Distributed Network Protocol
DT	Distribution Transformer
FDIR	Fault Detection Isolation and Restoration
FMS	Facility Management Services
FO	Fiber Optic
FPI	Fault Passage Indicator
FRTU	Feeder Remote Terminal Unit
FY	Financial Year
GIS	Geographical Information System
Gol	Government of India
GPRS	General Packet Radio Service
HVDS	High Voltage Distribution System
ICCP	Inter Control Center Protocol
IEC	International Electro-technical Commission
LAN	Local Area Network
LoA	Letter of Award
LoI	Letter of Intent
MAR	Multi Access Radio
MFT	Multi Function Transducer
MoP	Ministry of Power
OBD	Opening of Bid Date
PC	Personal Computer
QR	Qualifying Requirement
RfP	Request for Proposal
RfQ	Request for Qualification
RMU	Ring Main Unit
RTU	Remote Terminal Unit
S/S	Sub-Station
SAIDI	System Average Interruption Duration Index
SAIFI	System Average Interruption Frequency Index
SCADA	Supervisory Control And Data Acquisition
SOE	Sequence Of Events
VAR	Unit of Reactive power
VPN	Virtual Private Network
VPS	Video Projection System
WAN	Wide Area Network